# PRABHAT KUMAR MISHRA

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**“**To work in association with professional groups who offer me the opportunity for career advancements and professional growth. “

# Profile Snapshot

Having professional experience in managing market survey , marketing and sales,

,branding, team leader and managing the whole territory . Strong organizer, motivator, team player and a decisive leader. An effective communicator with good presentation, negotiation and leadership skills.

# Educational Qualifications

* 2013 MBA from Teerthankar Mahaveer University, Moradabad.
* 2009 Graduation from D.D.U. University, Gorakhpur.
* 2006 Senior Secondary from Government Inter College, Deoria (U.P. Board).
* 2004 Higher Secondary from Government Inter College, Deoria (U.P. Board).

# Core Competencies

* Communication & Presentation Skills
* Leadership skills, planning and organizing
* Integrity and initiative
* Decision making
* Branding & Research
* Problem solving

# Work Experience

Worked (From 27 jan 2019 to 2 feb 2020) in 63ideas infolabs pvt. Ltd (NINJACART) as a Territory Sales Manager (TSM)

# Role:

* Have been part of B2B sales for grocery department and meat section (with hotels, restaurants, caterers)
* Experience of FMCG launch team delhi/ncr (responsible for strategy designing and implementation)
* Also handled procurement, delivery and return of goods
* Responsible for Business Development in Delhi NCR (Gurugram, Faridabad) for F&V (fruits and vegetables)
* Sales for delhi city in cordination with sales team to increase tonnage, order count and operations team to reduce returns
* Regular visit to local markets and retailers to identify patterns, retailer demands & problems.

* Build & maintain a strong retailer pipeline for sustainable growth.
* Responsible for driving daily customer base and volume of produce sold in the platform.
* Frequently review sales performance against growth and share objectives for self & team and makes necessary changes to meet and exceeds territory goals consistently.
* Setting and meeting sales target to increase revenue. Preparing reports detailing sales activities and identifying issues that need to be addressed.
* Reporting – Weekly and monthly sales, team targets and achievement etc.
* Communicating effectively and driving alignment on the mission, goals/ targets, why and how of what has to be done with Sales Executives.
* Training team on selling skills, customer handling, improving performance .
* Finding ways to ensure efficiency of sales operations .
* Team handling and trained him team size 45 .

Worked (From 11 Oct 2014 to 11 jan 2019 ) with Solutions Digitas india pvt ltd. As Sr. Marketing Executive. (Work For ITC project in cigarette devision )

# Role:

* Coordinate and participate in promotional activities and trade to shows market products and services.
* Advise business and other groups on local, national factors affecting the buying and selling of products and services.
* Initiate market research studies and analyze their findings.
* Consult with buying personnel to gain advice regarding the types of products or services expected to be in demand.
* Conduct economic and commercial surveys to identify potential markets for products and services.
* Create market strategy to introduce the new product in the potential areas.
* Manage the distributor wise area to focus competition brand consumer groups.
* To give demonstration to the own and target group consumers to introduce new products.
* To have reviews and feedback after demonstration.
* Create report of consumers and their reviews.

Worked with (From July 2013 to 30 Sept 2014) as a traniee manager in a impulse group MNC in pune (maharashtra).

# Role :

* Develop a strategy the team will use to reach its goal.
* Provide training that team members need.
* Communicate clear instructions to team members.
* Listen to team members feedback.
* Monitor team members participation to ensure the training.
* They providing is being put into use, and also to see if any additional Training needed.
* Manage the flow of day to day operations.
* Creating report .

# SUMMER INTERNSHIP PROGRAM:

**Name of organization**: Birla Tyres

**“**A Study of merchandising management in Birla tyres. Durations : 2 months.

# Technical skills

* **‘O’ Level Doeacc Society , New Delhi.**
* BASIC, MS-OFFICE tools (MS Word. MS Excel, MS Power Point).

# Area of Interest

* Talking to different people.
* Net Surfing.
* Travelling.

# Achievement & Awards

* Participated in interschool CRICKET competition and was awarded 1st prize.
* Actively participated in various indoor and outdoor sports at school level.
* Successfully organized welfare ceremony with the team of 15 people.
* Get a certificate from ninjacart for best performer and always achieved the target .

# Strengths

* Ready to face challenges.
* Mental stability in handling tough situations.
* Quality of Leadership and self-motivation.

# Personal Details

**Date of Birth:** 18/10/1991

**Address:** F/305 lado sarai,near pnb atm new delhi ,

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